

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA

AMCONSUL LUBUMBASHI

UNCLAS STATE 047050

E.O. 11652: N/A

TAGS: BMEP: CG

SUBJ: GECAMINES EXPANSION: U.S. TEAM VISIT

REF : A) STATE 042839; B) KINSHASA 2073; C) LUB 114 D) 0083

1. APPRECIATE RAPID AND POSITIVE RESPONSE CONTAINED
REFTELS B & C.

2. ON MARCH 7, MAJOR EXPORT PROJECTS DIVISION CONDUCTED
CONFERENCE WITH GROUP OF SENIOR EXECUTIVES, MOSTLY VICE
PRESIDENTS, OF PARSONS-JURDEN, ARTHUR MCKEE, DRAVO, KAISER
ENGINEERS, AND THE FLUOR COMPANY. ALL WERE ENTHUSIASTIC
ABOUT PROPOSED PROGRAM. THE BECHTEL COMPANY IS ALSO
TENTATIVELY INTERESTED IN ACCOMPANYING TEAM, BUT WAS UNABLE
TO ATTEND CONFERENCE.

3. CONFERENCE ATTENDEES EXPRESSED INTEREST AND WILLING-
NESS ON BEHALF OF THEIR COMPANIES TO UNDERTAKE SPECIFIC
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PROPOSALS ASSUMING COST PLUS FIXED FEE TYPE OF PAYMENT

FORMULA IF ACCEPTABLE. WOULD APPRECIATE IMMEDIATE ADVICE IN EVENT LEGAL OR OTHER REQUIREMENTS PRECLUDE COST PLUS FORMULA, I.E., LUMP SUM OR ANY FORM OF GUARANTEED FIXED PRICE IS MANDATORY. WHAT IS THE EXACT MEANING OF "BINDING TENDERS" MENTIONED PARA 2 REF D? DOES THIS TERMINOLOGY IMPLY SOME FORM OF PRICE GUARANTEE?

4. RE PARA 2 REF C, U.S. COMPANIES IN COMPLETE AGREEMENT AND WILL PROVIDE SENIOR LEVEL REPRESENTATION. COMMERCE WILL PROVIDE PROJECT OFFICER TO ACCOMPANY GROUP.

5. GROUP ADVISES THAT DATES SUGGESTED REF A FOR VISIT NOT FEASIBLE. REQUEST EMBASSY AND CONSULATE ADVICE REGARDING ACCEPTABILITY AND AVAILABILITY OF KEY GOZ AND GECAMINES OFFICIALS INCLUDING UMBA DURING FOLLOWING WEEK OF MARCH 25. SAME SCHEDULE MENTIONED REF A WOULD PERTAIN. IF THIS DATE APPROPRIATE AND TIME IS SUFFICIENT FOR EMBASSY AND CONSULATE TO MAKE NECESSARY ARRANGEMENTS, WE WOULD APPRECIATE IMMEDIATE CONCURRENCE SO THAT FIRM LIST OF ATTENDEES CAN BE SOLICITED AND PREPARED.

6. FOR KINSHASA: WOULD MEETING WITH PRESIDENCY DIRECTOR BISENGIMANA, FINANCE MINISTER BARUTI AND OTHERS BE APPROPRIATE? WE WOULD ALSO EXPECT A DETAILED BRIEFING BY EMBASSY'S COMMERCIAL STAFF. THIS WOULD BE VERY BENEFICIAL IN ORIENTING PARTICIPANTS TO THE BUSINESS CLIMATE IN ZAIRE, DESCRIBING HOW PROJECT WORK IS USUALLY CONSUMATED, PROVIDING PROFILES ON KEY DECISION MAKERS LIKELY TO BE INVOLVED, ILLUMINATING POLITICAL BACKGROUND, AND GIVING ANY INSIGHT INTO THE STRUCTURE AND FUNCTIONING OF GECAMINES WHICH MAY HAVE BEARING ON TENDERS. BELIEVE IT IMPORTANT THAT DON JUNIOR BE PRESENT AT EMBASSY BRIEFING TO GIVE APPROPRIATE OPENING CONCERNING BACKGROUND ON CURRENT PROJECTS. EVENING RECEPTION INCLUDING CERTAIN KEY DIGNITARIES COULD BE SCHEDULED AT EMBASSY'S DISCRETION FOR WHICH FUNDS COULD BE COLLECTED FROM U.S. TEAM PARTICIPANTS, IF NECESSARY. NO COMMERCE FUNDS ARE AVAILABLE FOR THIS VISIT.

7. FOR LUBUMBASHI: A) WOULD APPRECIATE RECOMMENDED PRO-UNCLASSIFIED

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CEDURE AND PROPOSED AGENDA FOR TEAM WHILE IN LUBUMBASHI. RECOMMEND THIS BE WORKED OUT IN CONJUNCTION WITH GECAMINES OFFICIALS. FIRST DAY AT LEAST SHOULD BE FORMALIZED SCHEDULE IN WHICH GECAMINES PERSONNEL PRESENT OUTLINE OF PROGRAM. ANY HOSPITALITY EXTENDED BY GECAMINES COULD BE RECIPROCATED FOLLOWING DAY BY AMERICAN TEAM. B) HOW MUCH PRELIMINARY ENGINEERING HAS BEEN DONE? WILL A "FLOW SHEET" OR DESCRIPTION OF PROCESS UNITS BE MADE AVAILABLE TO THE U.S.

TEAM? THIS MIGHT OFFER OPPORTUNITY FOR MEANINGFUL WORKING
SESSION WITH APPROPRIATE GECAMINES TECHNICIANS. C) SITE
VISIT MIGHT BE USEFUL IF CONSULATE AND GECAMINES DEEM
APPROPRIATE.

8. WOULD APPRECIATE INFORMATION IF NOT PRIOR TO DEPARTURE
THEN DURING BRIEFING REGARDING IBRD INVOLVEMENT. WHAT IS THE
STAGE AND NATURE OF THEIR COMMITMENT? IF NOT PUBLIC KNOWLEDGE,
COULD EMBASSY PROBE QUESTION AT KNOWLEDGEABLE GOVERNMENT
LEVELS AND WITH IBRD REP GUETTA TO ASCERTAIN PARAMETERS OF
THEIR INVOLVEMENT. KSSINGER

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